

In the Claims:

Please cancel claim 25 and 33. Please amend claims 24 and 31 as indicated below:

1 24. (Three Times Amended) A method of marketing telephone lines to
2 customers, comprising:
3 speed pre-qualifying a plurality of customer lines from one-ended electrical
4 measurements made by a test unit switchably connected to the plurality of customer lines,
5 the speed pre-qualifying including classifying the lines for at least high speed digital
6 service or low speed digital service; and
7 selectively offering the high-speed service to at least a portion of the customers
8 having lines qualified to support high-speed digital service;
9 wherein each act of speed qualifying comprises:
10 measuring electrical properties of one of the lines from the central
11 location;
12 identifying a line model for the one of the lines from the electrical
13 properties;
14 identifying a modem model for use with the one of the lines, the modem
15 model providing data rates for the selected modem; and
16 predicting a data rate for the one of the lines when operated with the
17 selected modem by combining the line and modem models.

1 31. (Three Times Amended) A system for characterizing performance of
2 customer lines for data transmission, comprising:
3 a computer;
4 a telephony switch coupled to a portion of the lines and adapted to connect the
5 portion to a network, to perform one-ended electrical measurements on the portion, and to
6 transmit the measurements to the computer;
7 a measurement unit coupled to the switch and computer, the unit to make the
8 measurements on a selected line at a lower frequency in response to receiving a command

9 from the computer, the computer to predict data rates at a higher frequency for the
10 selected line from the measurements, the computer being further adapted to:
11 predict whether the selected line is disqualified for data transmission from the
12 measurements thereon;
13 wherein:
14 _____the computer is adapted to determine a frequency dependent attenuation
15 from the measurements; and
16 the computer is adapted to command the measurement unit to order
17 measurements on proxy lines and to predict data rates for a portion of the customer lines
18 by using the measurements on the proxy lines.